

THE EXPORT PROCESS

Understanding the export process is key to getting your products and/or services to foreign markets

0 ARE YOU READY TO EXPORT?

- Make sure the exporting entity is fully registered
- Ensure that you have the right product for the market and a plan on how you will execute the business
- Have in place sufficient resources (human, financial etc) to enable you ship your products abroad
- Open a bank account with a reputable bank to facilitate international financial transactions

1 IDENTIFY FOREIGN BUYER



HOW & WHERE?

- UEPB
- Importers Directories
- Trade Fairs & Expos
- Trade Missions
- Market Visits etc

2 NEGOTIATE FOR AN EXPORT CONTRACT



BUSINESS OFFER

SENDING OF SAMPLES

EXPORT ORDER IS CONFIRMED

3 PREPARE TO EXPORT



- UNDERSTAND THE MARKET ENTRY REQUIREMENTS RELATED TO THE PRODUCT
- GRADE, PACK, LABEL & MARK
- ARRANGE FOR MOVEMENT OF GOODS - LOGISTICS ETC

4 PROCESS EXPORT DOCUMENTS

Quality Certifications
Export Declaration
Certificate of Origin
Bill of Lading etc



TRANSPORT THE GOODS



5 GET PAID



- SUPPLY THE RIGHT PRODUCT
- SUBMIT EXPORT (Invoice etc) DOCUMENTS FOR PAYMENT
- PAYMENT EFFECTED ACCORDING TO AGREED TERMS OF CONTRACT

Export success is a journey as well as a destination & UEPB is available to support you along the journey by providing you with;

Market Information

- Foreign Buyers (Importers)
- International Market Prices & Trends
- Market Entry & Access Requirements
- Trade Rules & Regulations
- Market Research & Intelligence

Business Promotion

- Market & Buyer Profiling
- Business Matchmaking & Networking
- Trade Fair Participation Guidance & Support
- In-Market Support Services
- Trade Policy Advisory
- Business Dispute Resolution

Market & Product Dev't

- Technical & Financial (depending on resource availability) in;
- Export Product Development
 - Product Packaging & Preservation; Branding & Brand Management
 - Export Marketing related Strategy Formulation
 - Export Enterprise Management Development

Export Skills Dev't

- Structured Training programmes including;
- Export Coaching & Mentoring Program
 - Export Readiness Programme
 - Exporters Orientation Program

You can also visit our Reference Centre for the Business Community for more specialized counseling and guidance



**Uganda
Export
Promotion
Board**

Helping You to Export ...

Office Location:

2nd Floor, UEDCL Towers, Plot 37 Nakasero Road
P. O. Box 5045 Kampala Uganda
Telephone: +256 (0)414 230253 / 259779 (Fax Line)
Email: info@ugandaexports.go.ug

Export Products of Uganda

MANUFACTURED PRODUCTS

Beverages (Alcoholic & Non-Alcoholic)

Soft Drinks (Mineral Water, Juices etc)
Health Drinks (Herbal Extracts/Beverages)
Beers & Spirits

Processed Food Products

Edible Fats & Oils
Dairy Products
Sugar & Sugar Confectionaries (Sweets)
Confectionaries (Bread, Biscuits etc)
Milled Products
Prepared Food Products & Snacks etc

Construction/Hardware Materials

Metal & Metal Products (Iron & Steel and
Aluminium Products - Sheets, Profiles,
Sections etc)
Clay & Ceramic Products
Paints & Varnishes
Timber Products etc

Chemical Products

Pharmaceuticals
Domestic & Industrial Chemicals etc

Other Manufactured Products

Paper & Paper Products
Soaps & Detergents
Foam Products - Mattresses, Footwear etc
Plastics & Plastic Products
Cosmetics (Hair & Body Care Products)
Textiles, Fabrics & Apparels
Leather Products
Essential Oils
Candles & Other Wax Products
Rubber Products (Tyres etc)
Printed Paper Products (Labels etc)
Agricultural Tools & Implements
Alternative Fuels (Briquettes)
Agro & Industrial Machinery

AGRICULTURAL PRODUCTS

Traditional Agricultural Exports

Coffee, Cotton, Tea, Tobacco & Cocoa

Animal & Animal Products

Livestock, Poultry, Hides & Skins, Meat &
Meat Products, Animal By-Products etc

Cereals, Pulses & Oil Seeds

Maize, Beans, Sorghum, Soya Beans,
Rice, Sesame, Green Gram, Lentils, G.
Nuts etc

Fruits, Vegetables & Spices

Bananas, Passion Fruits, Egg Plants,
Mangoes, Pineapples, Oranges, Peppers
& Capsicums, Vanilla etc

Live Plants, Flowers & Cuttings

Roses, Ornamental Plants etc

COMMERCIAL HANDICRAFTS & GIFT ITEMS

Handicrafts - Basketry, Jewellery, Carvings,
Batiks, Beads etc; Textiles etc

FISH & MARINE PRODUCTS

Fresh, Chilled, Smoked & Dried Fish
Products of Nile Perch, Tilapia, Cat Fish etc

MINERALS & ORES

Precious Stones (Gold etc)
Ores (Cobalt etc)

SERVICES

Education, Medical, Tourism & Hospitality,
ICT Enabled (such as BPOs), Financial,
Entertainment (such as Performing Arts) &
Other Professional Services

UEPB, helping you to export ...